

Message Text

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ACTION COME-00

INFO OCT-01 NEA-09 ISO-00 EB-05 DRC-01 /016 W

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R 190715Z SEP 74

FM AMEMBASSY KUWAIT

TO USDOC WASHDC

INFO SECSTATE WASHDC 0951

AMEMBASSY ABU DHABI

USINT ALGIERS

AMEMBASSY BEIRUT

AMEMBASSY JIDDA

AMEMBASSY MANAMA

AMEMBASSY TEHRAN

AMEMBASSY TRIPOLI

LIMITED OFFICIAL USE KUWAIT 4005

EO 11652: NA

TAGS: EWWT ENRG BTIO KU

SUBJ: US SHIPYARDS UNINTERESTED BUILDING AMPTC TANKERS

REF: A) STATE 184501; B) KUWAIT 3687; C) KUWAIT A-36,
5/15/74

1. IN TALK WITH ARAB MARITIME PETROLEUM TRANSPORT CO (AMPTC),
CHIEF, ABDULRAHMAN SULTAN AND COMPANY'S TECH ADVISOR A. PEDERSON,
EMBOFF GIVEN STATUS REPORT ON US RESPONSE TO COMPANY'S RECENT
TENDER FOR TWO CRUDE CARRIERS AND FOUR PRODUCT TANKERS DES-
CRIBED REF B. TO DATE, COMPANY HAS RECEIVED NEGATIVE ANSWERS
FROM ALL US COMPANIES INVITED (SEE PARA 3, REF B) AND SEVERAL
ADDITIONAL SHIPYARDS INVITED AFTER REF A SENT. EMBOFF GAVE
NAMES OF ADDITIONAL FOUR SHIPYARDS CONTAINED IN REF A TO
SULTAN, BUT PEDERSON CLAIMED TWO OF FOUR, TODD AND LOCKHEED,
HAD ALREADY BEEN INVITED AND DECLINED TO BID.

2. THEY DID, HOWEVER, PROMISE TELEX OFFER TO BATH IRON WORKS
AND BOSTON SHIPBUILDING CORP. TENDER, HOWEVER, ENDS SEP 30
AND ONLY POSSIBLE WAY COMPANIES COULD NOW COMPETE WOULD BE
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OBTAIN COPY 22 PAGE TENDER DOCUMENTS FROM JOHN J. MCMULLEN AND

ASSOCIATES IN NEW YORK WHO AMPTC'S CONSULTANT.

3. SULTAN SAID COMPANY PLANNED TO CONTINUE AMBITIOUS PROGRAM OF COMMITTING \$300 MILLION ANNUALLY FOR NEXT FIVE YEARS IN EXPANDING AMPTC FLEET. PRESENT THINKING IS TO BUILD WIDE RELATIVELY SHALLOW DRAFT CRUDE CARRIERS (150,000 DWT AND UNDER) WHICH COULD TRANSIT WIDENED SUEZ CANAL AND ALSO EXPAND PRODUCT FLEET. SULTAN CLAIMED COMPANY ALSO HAD CONSTRUCTION OF LPG CARRIERS UNDER ACTIVE CONSIDERATION.

4. REQUEST COMMERCE CONTACT TWO YARDS MENTIONED AND SEE IF THEY HAVE RECEIVED INVITATION FROM AMPTC.

5. COMMENT: WHILE WE UNDERSTAND REASONS US YARDS NOT AGGRESSIVELY SEEKING FOREIGN BUSINESS, GIVEN STEADY LONG-TERM BUSINESS WHICH WILL BE GENERATED BY AMPTC AND OTHERS, WE BELIEVE LACK OF INTEREST COULD BE SHORTSIGHTED.
STOLTZFUS

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